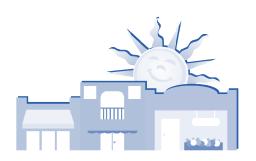
Sunnyvale WINTER 2002 BUSINESS PAGE



The Economic Development Newsletter for Sunnyvale Businesses

Shop Sunnyvale Shop, Dine, Play and Stay

The City of Sunnyvale and the Sunnyvale Chamber of Commerce have launched a "Shop Sunnyvale" campaign designed to remind Sunnyvale residents and businesses about the importance of spending dollars in the local community.

Revenue from retail sales tax and hotel taxes (known as "transient occupancy taxes") is a very large portion of the general funds received by the City which, in turn, are used to provide the high level of municipal services we enjoy in Sunnyvale. In fact, a significant majority of the City's general fund revenues come from business-generated revenues. The general fund supports the Public Safety Department, library services, our beautiful parks, recreation activities, and the Public Works Department as well as other community services. We encourage you as a Sunnyvale resident, business employee or business owner to buy locally.

Shop Sunnyvale stores. We have more than 50 shopping centers all across Sunnyvale, including brand new stores opening downtown, quaint shops along historic Murphy Avenue, popular retailers, and mom-and-pop corner stores.

Dine in Sunnyvale. Our community offers a broad array of culturally diverse eateries where you can sample delicious international cuisine as well as local favorites. The menus will delight your palate and help put dollars back in the City. Call the Chamber of Commerce at 736-4971 for a free Dining Guide that will provide a whole list of taste-tempting suggestions.

Play in Sunnyvale. Take advantage of the entertainment opportunities in Sunnyvale. Sunnyvale offers visitors and residents places to play sports, swim, hike, bike, dance, entertain business visitors, enjoy theater, or browse through museums.

Stay in Sunnyvale. Whether you have business visitors in town or your in-laws are coming for a visit, our local hotels offer a wide variety of hospitality services. If you need a list of hotels, the Chamber can fax or e-mail the information.

Shop Sunnyvale, and keep your dollars working for our community!

This article was adapted from an article written by Suzi Blackman, CEO of the Sunnyvale Chamber of Commerce.



Sunnyvale Expands On-Line Building Permit Services

In October 1999, Sunnyvale became one of the first cities in the U.S. to introduce an on-line E-permit system, enabling customers to apply for and purchase building permits over the Internet. Due to its popularity, Sunnyvale expanded the service becoming the first city in the country to offer a full range of building services on-line, at www.e-onestop.net. Dubbed "E-OneStop," these on-line services range from scheduling building inspections and obtaining minor building permits to monitoring the status of building plan checks and obtaining permit histories for planning and building permits. Contractors, businesses and homeowners now have the option of using the Internet rather than visiting City Hall to obtain these services. Offering these services on-line saves customers an average of one to one and a half hours per visit to City Hall.

"Sunnyvale has been internationally recognized for its streamlined permit process," said Ali Fatapour, the City's Chief Building Official. "E-OneStop is another way we are using technology to simplify and improve building permit services. We are continuing to work toward

developing even more on-line services."

E-OneStop simplifies the permit, inspection scheduling, and information-gathering process by allowing people to obtain basic permit-related information in a matter of minutes, any time of day or night, wherever they have access to an Internet-connected computer. With just a few clicks of the mouse, they can obtain a building permit, schedule an inspection, view plan check comments, and obtain a listing of permits for any Sunnyvale address.

For more information, visit the One Stop Permit Center

at www.e-onestop.net.

Patent & Trademark Information Now in Public Library

The collections and patent/trademark databases of the Sunnyvale Center for Innovation, Invention and Ideas (SCI3) have relocated to space within the Sunnyvale Public Library. Videoconferencing and training facilities will continue to be available at the previous SCI3 site at 465 South Mathilda Ave., Suite 300, Sunnyvale, CA.

Sunnyvale residents with questions about patents, trademarks or copyrights should start at the Reference Desk in the Library, where staff will direct them to the appropriate resources. Information on how local businesses or individuals can rent the videoconferencing or training facilities is available by calling 730-7300.

Winter Storm Season Is Here

Prepare Your Business and Home for Winter Storms The best time to prepare for winter storm-related outages is before they happen. Here are several things you can do to prepare.

Before the Outage Occurs:

• Designate emergency supply areas and stock them with flashlights, radios, batteries and some water, accessible only to authorized staff. Check the expiration dates routinely.

• Make sure a cellular, pay telephone, or hard-wired telephone (not a cordless telephone, which requires

electricity to operate) is available.

• Make sure that any computer back-up devices have been tested and are readily available.

• Prepare an Outage Plan.

When Severe Winter Storms are Predicted:

•Know how to manually operate automatic doors

and garage doors.

• Keep door keys with you, in case you must enter the building through a doorway, rather than from the garage or automatic doors.

• Make sure all smoke detectors have fresh batteries.

• Determine if a power disruption will set off your security systems, and plan accordingly. Test the battery back-up system for your emergency lighting and security system.

•Get gasoline and cash ahead of time, as gas pumps

and ATMs may not work without power.

• Back up your computer files frequently.

Avoid elevators.

Do not call 911 to report the outage or to ask when power will be restored. 911 is for life-threatening emergencies only.

Restoration Priorities

Because the safety of our customers and employees is a priority of Pacific Gas and Electric Company, electricity is first restored to hospitals, police stations and other vital public services. At the same time, PG&E employees must be sure that all hazards, such as snapped or leaning utility poles, uprooted trees or fallen wires, are cleared and made safe. Although completing the damage assessment and repairing the damage may take a long time, PG&E will work around the clock to restore your service as efficiently and quickly as possible. Visit the PG&E website for additional information: www.pge.com

Rising Star Award Recipients Announced

The City of Sunnyvale and the Sunnyvale Chamber of Commerce extend congratulations and best wishes for continued success to the Sunnyvale companies recognized as part of the "Silicon Valley Technology Fast 50 Winners," "Top 100 Fastest Growing Private Companies" and "Entrepreneur of the Year." These companies were recognized by the City and Chamber at a special luncheon on Nov. 1. The Rising Stars of 2001 are instrumental in fostering Sunnyvale's role as the heart of Silicon Valley.

Fast 50 Award–Deloitte & Touche Aerogen, Inc.
Hyseq, Inc.
McAfee.com Corporation
OmniVision Technologies, Inc.
Silicon Image, Inc.
Simplex Solutions, Inc.
Viador
Vitria Technology, Inc.
Yahoo! Inc.

Fastest Growing Private Companies—The Business Journal Cruel World Inc.

EORM, Inc.

ForeSight Electronics

Hirsch Machine Inc.

Kintana

Nichols Research Inc.

Silicon Valley Staffing

Entrepreneur of the Year–Ernst & Young/The Business Journal Network Appliance, Inc. Planetary Networks, Inc. Vigilance

NOVA Workforce Board Initiates Information Technology Skills Courses

The NOVA Workforce Board is currently recruiting small businesses for an exciting new training opportunity. NOVA is partnering with the San Mateo County Workforce Investment Board, under an agreement with the Employment Training Panel, to address the need for information technology skills upgrades of Silicon Valley employees.

Known as TechForce, the program will provide employees at small businesses with training in advanced information technology. Companies must employ less than 100 employees worldwide to be eligible. Training courses are currently being developed and will be based on employer need. Planned curriculum currently exists in network administration, systems administration, database management, and Internet and systems security.

TechForce will serve the employees of businesses located in Cupertino, East Palo Alto, Los Altos, Menlo Park, Milpitas, Mountain View, Palo Alto, Redwood City, San Mateo, Santa Clara and Sunnyvale. The project will provide employees with skills upgrades, affording them the opportunity to succeed and advance in their current career. It will also allow small businesses to remain competitive and keep their staffs employed during the current economic climate.

Please contact NOVA at 408-730-7232 or techforce@novaworks.org for more information about how

TechForce can help your small business.

Mayor, Vice Mayor Selected

Fred Fowler has been selected by the City Council to serve as Mayor and Julia Miller will fill the post of Vice Mayor. The Sunnyvale City Council each November selects one of its members to serve a 12-month term as mayor and a second Councilmember to be vice mayor. The rotation is traditionally based on seniority of service on the Council.

Fowler was first elected to the City Council in 1997 and was re-elected to a second four-year term in the fall of 2001. He served as Vice Mayor last year. Prior to joining the Council, Fowler served on the Sunnyvale Housing and Human Services Commission and was president of the Lakewood Village Neighborhood Association. He owns a computer programming consulting firm in Sunnyvale.

Miller was first elected to the City Council in 1997 and was also re-elected to a second four-year term in the fall of 2001. Prior to joining the Council, she served on the Sunnyvale Housing & Human Services Commission and the Personnel Board. Miller serves on numerous boards and committees, including the Bay Area Air Quality Management District Board of Directors and Association of Bay Area Governments Executive Board.

New Councilmember Elected

Newly elected Councilmember John Howe took his seat on the Sunnyvale City Council at the same meeting at which the new Mayor and Vice Mayor were selected. Howe, a former member of the Sunnyvale Planning Commission, was elected to the seat vacated by Jim Roberts, who was ineligible for re-election because of term limits.

You may contact the Mayor and City Council by calling 408-730-7470 or at council@ci.sunnyvale.ca.us.



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Holidays...

City Hall closed in observance of the following holidays:

- •Martin Luther King, Jr. Birthday Jan. 21
- Presidents Day Feb.18

Let Us Introduce Ourselves...

Karen Davis 408-730-7628

Economic Development Mgr.

Brice McQueen 408-730-7284

Redevelopment Mgr.

City of Sunnyvale Main Phone Numbers

City Manager's Office	408-730-7480
Community Development	408-730-7444
NOVA/Employment Development	408-730-7232
Finance Department	408-730-7380
Human Resources	408-730-7490
Information Technology	408-730-7540
Library	408-730-7300
Parks and Recreation	408-730-7517
Public Safety	408-730-7100
Public Works	408-730-7415
Utilities	408-730-7681

City of Sunnyvale website: www.ci.sunnyvale.ca.us

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To contact the Economic DevelopmentDivision, call 408-730-7607 or e-mail us at econdev@ci.sunnyvale.ca.us